

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 170610Z JUN 75
FM AMEMBASSY KUWAIT
TO USDOC WASHDC
INFO SECSTATE WASHDC 3194
USDA FAS
AMEMBASSY BEIRUT

UNCLAS KUWAIT 2575

E.O. 11652: NA
TAGS: BEXP KU
SUBJ: KUWAITI COMMODITY BUYER WISHES CONTACT WITH US FIRMS

1. OFFICIALS OF AFRO-ARAB CO. FOR INVESTMENT AND INTERNATIONAL TRADE (AFABCO) INFORMED EMBOFF THEIR WISH TO ESTABLISH CONTACT WITH US FIRMS FOR PURCHASE OF WHEAT, RICE, CORN, SOYBEANS, SOYBEAN PRODUCTS, WHEAT FLOUR. AFARCO MAININTERESTS ARE INVESTMENT AND TRADING IN AFRICAN AND ARAB COUNTRIES. APPROX. 63 PERCENT AFARCO SHARES ARE OWNED BY KUWAIT FOREIGN TRADING, CONTRACTING AND INVESTMENT CO. WHICH IS 80 PERCENT GOK OWNED.

2. AFARCO PLANS SELL THESE PRODUCTS IN EGYPT, JORDEN, SYRIA AND IRAN WHERE IT HAS CONTACTS AND OFFICES. OFFICIALS STRESSED IMPORTANCE THAT US FIRMS BE WILLING TO BID ON TENDERS AND NOT RPT NOT HAVE REPRESENTATIVES IN THESE FOUR COUNTRIES.

4. REQUEST COMMERCE GIVE AFARCO'S NAME TO SUPPLIERS OF GRAIN, SOYBEAN PRODUCTS AND WHEAT FLOUR. CONTACT IS NABIL SHOHDY, COMMERICAL MANAGER, AFARCO, P.O. BOX 5024, KUWAIT. TELEX: 2081 KT. CABLE: AFARCO.

5. COMMENT: AFARCO HAS APPROACHED EMBASSY ON SEVERAL OCCASIONS PREVIOUSLY REGARDING PURCHASE OF COMMODITIES. US PRICES HAVE GENERALLY BEEN TOO HIGH AND AFARCO HAS LOOKED ELSEWHERE, E.G. AUSTRALIA FOR WHEAT. AFARCO WANTS TO ESTABLISH CONTINUING CONTRACT RATHER THAN ONE-TIME QUOTATION OF PRICES.
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COMMERCE SHOULD EMPHASIZE IMPORTANCE OF US FIRMS MAINTAINING

COMMUNICATION BEYOND INITIAL CONTACTS.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 17 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975KUWAIT02575
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750210-0466
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750643/aaaabnfu.tel
Line Count: 63
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 13 FEB 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <13 FEB 2003 by PhilliR0>; APPROVED <17 FEB 2004 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: KUWAITI COMMODITY BUYER WISHES CONTACT WITH US FIRMS
TAGS: BEXP, KU
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006